A 67.402 : 10/3/1983

EXPORT BRIEFS

The following trade items have been gathered from Agricultural Attache and other government reports as a service to U.S. exporters of food and agricultural products. In supplying the trade leads the Department of Agriculture does not guarantee reliability of the overseas inquirer. Your best source for further information on these trade leads is the listed foreign firm originating the inquiry. You may also contact the Export Promotion Division, FAS, (202) 447-7103.

Oct. 3, 1983

Sunflower seeds, cotton seeds (Taiwan). Wants sunflower seeds, and cotton seeds, 300 tons/monthly. Cottonseeds. Acid value below 5, and cotton seed, oil content above 17%. Packed in 25 kgs bags, 50 kgs or bulk if not dangerous. Long-term beginning ASAP. Quotations CIF or C&F Keelung, Taiwan. Bank ref: Chinese Overseas Commerce Banking Corporation. CONTACT: C.H. Wang, Forefront Enterprise Co., Ltd., 7th Fl., No. 156 Fu-Hsing North Road, Taipei, Taiwan or P.O. Box 34-73 Taipei, Taiwan. TELEX: 22089 AFRONTS. CABLE: AFRONTS TAIPEI. Phone: (02) 713-3921. (WK 38/ST 5494)

Safflower oil (Taiwan). Wants safflower oil, one container, best grade, 100% pure. Packed in 10 oz. 32 oz. 48 oz. 1-gallon, (prefer plastic container). Delivery prompt. Quotations CIF or FOB. Bank ref: Hua Nan Commercial Bank, Chung Shan Branch; and The Dai-Ichi Kangyo Bank, Taipei Branch. CONTACT: Bright Hope Business Inc., Rm. 3, 9th Fl., 106, Sec. 2, Chang An East Road, Taipei, Taiwan. TELEX: 25707 SUNYHOP. CABLE: SUNYHOP TAIPEI. Phone: (02) 521-0187. (WK 38/ST 5519)

Tallow (Egypt). Wants inedible tallow for soap manufacturing, and edible tallow for Ghee industry. Quantity: 10,000 metric tons of each. Quality: Grade A. Delivery ASAP. Firm seeks agency representation to bid on behalf of U.S. companies in forthcoming larger tenders. Quotations CIF Alexandria. CONTACT: Napoleon Ibrahim, N.I. Ibrahim Co., 8 Falaki Street, Alexandria, Egypt. TELEX: 54317 NII UN. CABLE: BARSIM. Phone: 807179. (WK 38/ST 0863)

German shepherd dogs (Ecuador). Wants 10 german shepherd dogs: 7 female, 3 male. AKA registered - 1, 2 years old. Delivery by plane-standard. Delivery in 3 months. Send information on kennels. Quote Proforma FOB and C&F. Bank ref: Banco Central, Av. 10 De Agosto, Quito-Ecuador. CONTACT: Dr. Jaime Castaneda, National Police of Ecuador, Escuela De Formacion De Tropa, Rolicia Nacional De Pusuqui, Pichincha, Ecuador. Phone: 532-804. (WK 38/TOFAS 0212)

Carrots, onions (England). Wants fresh carrots and onions, container loads. Quality: best, U.S. grade 1. Normal export packaging. Delivery ASAP. Quotations CIF, U.K. Port. Bank ref: Midland Bank Ltd, Southwark Branch,

Issued weekly by the Export Promotion Division, Foreign Agricultural Service, U.S. Department of Agriculture, Room 4945 South Building, Washington, D.C. 20250.

London SE1. CONTACT: John D. Gould, Beesons (London) Ltd, A114 Fruit & Vegetable Market, New Covent Garden, Nine Elms Lane, London SW 8, England. TELEX: 918521. Phone: 14.01 720 6855. (WK 38/TOFAS 0193)

Rice (France). Wants from 10 to 20 tons of long grain milled rice, packed in bags of 50 kilos. Delivery ASAP. French labelling. Quote CIF Le Havre. Bank ref: Societe Generale, Paris, France. CONTACT: Mrs. Emmanuele Mandoude Mader, Man-Import, 10, Rue De Lorraine, 75019 Paris, France. TELEX: 215 284F DRAGOR. Phone: (1)209 53-63. (WK 38/TOFAS 0382)

Seed potatoes (Jordan). Wants three varieties of seed potatoes, 200 kilograms each variety for testing. Importer normally tenders for 1,000 - 1,500 mt annually. Early maturing varieties with good storage qualities. Future machine planting and harvesting of potatoes envisioned. Seed potatoes are for December planting. Additional requirements can be obtained from importer. Quote C&F Aqabah, Jordan. CONTACT: Imad Haddadin, Dir. General, (ATTN): Don S. Goonetilleke, Jordan Valley Farmers Association, P.O. Box 921025, Amman, Jordan. TELEX: 22359 JVFA JO. Phone: 68141. (WK 38/TOFAS 0145)

Beef cattle breeding bull tender (Korea). Tender for 1,998 head, 3% m/1, beef cattle breeding bulls weighing 300-350 kg. as follows: Charolais bulls, 1st shipment 750, 2nd 753; Hereford bulls, 1st shipment 150, 2nd 149; Simmental bulls 1st shipment 57, 2nd 96; Aberdeen Angus bulls 1st shipment 2, and Brahman bulls 1st shipment 41. Specs: commercial straight breed (non-registered), Polled or dehorned, characteristic of each breed and suitable for natural mating, and uncastrated. Charolais must be either white or creamy color only. Price/shipment: C&F all Korean Port and airport basis. 1st shipment: Nov. 10-Nov. 25, 1983, 2nd shipnent: Dec. 10-Dec. 25, 1983. Deadline 11:00 am October 6, 1983 at the NLCF conference room. NLCF. CONTACT: National Livestock, Cooperative Federation, K-23517 NALICOF, Korea. TELEX: K-23517. (WK 38/TOFAS 0125)

Wheat tender (Jordan). Tender for procuring 50,000 tons of Hard Red winter wheat closing date for submitting bids is October 6, 1983. Bid specifications may be purchased for a non-refundable fee of JD 5 (Note: U.S. dol 1.00 currently equals JD .370) from the address below. All offers must be submitted through Jordanian agents. Firms submitting bids are requested to send information copy to Embassy Commercial Office, P.O. Box 354, Amman, Jordan. Telex: 21510 USEMB JO. Wheat specs: American Hard Red Winter wheat No. 2 or equivalent; humidity: max. 13%; foreign materials: max. 1%; test weight: 58 lbs per bushel min.; protein: 11% min.; broken and shrunken: 5% max.; and free of live insects and defective kernels; 1983 crops. CONTACT: Ministry of Supply, P.O. Box 830, Amman, Jordan. TELEX: 21278 MINSUP JO. Phone: 667141/661174. (WK 38/ST 8258)

Rice tender (Jordan). Tender for procuring 20,000 - 40,000 tons of milled rice. Closing date for submitting bids is Oct. 11, '83. Bid specs may be purchased for a non-refundable fee of JD 5 (NOTE: U.S. dol 1.00 currently equals JD .370). All offers must be submitted through Jordanian agents. Firms submitting bids are requested also to send an information copy to Embassy Comm. Office, P.O. Box 354, Amman, Jordan. Telex: 21510 USEMB JO. Rice specs: type: Camilino rice, 1983 crop; breakage: max. 3%; moisture, 14% max.; foreign materials: 1% max.; protein: 6% min.; chalky grains: 2% max.;

yellow and damaged grains: 15% max.; and packing: jute/polyprolene bags, gross weight 50 kgs. CONTACT: Ministry of Supply, P.O. Box 830, Amman, Jordan. TELEX: 21278 MINSUP JO. Phone: 667141/661174. (WK 38/ST 8256)

Sugar tender (Jordan). Tender for procuring 10,000 tons of sugar. Closing date for bid submission is October 13, 1983. Bid specifications may be purchased for a non-refundable fee of JD 5 (Note: U.S. dol 1.00 currently equals JD .370). All offers must be submitted through Jordanian agents. Firms submitting bids on this tender are requested also to send an information copy to The Embassy Commercial Office, P.O. Box 354, Amman, Jordan. Telex: 21510 USEMB JO. Sugar specs: refined or crystal running, for human consumption not greater than 60 units icumsa; humidity: not to exceed .1; ash: not to exceed .1; sucrose: not less than 99.8%. CONTACT: Ministry of Supply, P.O. Box 830, Amman, Jordan. TELEX: 21278 MINSUP JO. Phone: 667141/661174. (WK 38/ST 8257)

Live beef cattle, carcass beef and lamb (Ireland). Company with established contacts in the Middle East, North Africa and the EC interested in joint export venture with U.S. company. Representative will be traveling in the U.S. in October. Bank ref: Northern Bank, Austin Friars Street, Mullingar, County Westmeath. CONTACT: Colm Purcell, Clonmannon House, Ashford, County Wicklow, Ireland. Phone: 0404-2261. (WK 38/TOFAS 0144)

Soybean meal tender (Syria). Wants 50,000 mt soybean meal, 25,000 mt plus or minus 5% up to October 30, 1983 and 25,000 mt plus or minus 5% up to November 30, 1983. Protein 49% Min., moisture 11% Max., fiber 3.3% Max., fat 2% Min. Quote 3 packaging options: 1. packed in new jute bags of 50 kg each. 2. in bulk with empty new jute bags. 3. in bulk. Additional specifications can be obtained from importer. Quote FOB Port of loading and C&F Free out Syrian Ports. Bank ref: Commercial Bank of Syria, Damascus. CONTACT: Eng. M.A. Sabri, Dir. General, Gen. Organization for Fodder (Agency of the Syrian Government), P.O. Box 4797, 78 Port Said St., Damascus, Syria. TELEX: 411124 or 411089 SY. (WK 38/TOFAS 0146)

Dairy cattle tender (Korea). Tender for 237 head 5% more or 2% less, Holstein-Friesian young heifers, 8-12 months old, black and white registered. Live weight per head over 200 kg. at time of inspection. Price/shipment: quote C&F basis. Destination all Korean ports and airports. Arrival period from December 10-20. Tender deadline 11:00 am, October 12, 1983 at NLCF's conference room. CONTACT: The National Livestock Cooperatives Federation (NLCF), TELEX: K-23517 NALICOF, Korea. (WK 38/TOFAS 0127)

Adhesive soy flour (Peru). Wants adhesive soy flour, 500 kgs for initial shipment. To be used for adhesive purposes: beer bottle labeling (ice proof). Usual packaging. Delivery as soon as possible. Any recommendation on specifications is welcome. Quote C&F and/or FOB. Bank ref: Banco Continental, Av. Rep. De Panama 3055, Lima 27, Peru, and Banco Popular Del Peru, Huallaga 380, LIma 1, Peru. CONTACT: Pedro Michelsen T., Adelsaadelsa, Ramon Carcamo 490, Lima 1, Peru. TELEX: 25382 PE CP HCRIL (ATTN) Pedro Michelsen. Phone: 233636. (WK 38/TOFAS 0255)

Almonds, black eye beans (United Arab Emirates). Wants full container loads of top quality almonds and black eye beans. Delivery ASAP. Quote CIF and

C&F. Bank ref: ABN Bank, P.O. Box 2567 Dubai, UAE. CONTACT: Harish Rupani, Equinox Trading Agency, P.O. Box 6596, Dubai, United Arab Emirates. TELEX: 48724 EQUATR EM. CABLE: EQUATOR, DUBAI. Phone: 431068. (WK 38/TOFAS 0200)

Mink pellet feed (Hong Kong). Wants mink pellet feed (growth period), USA origin, 100,000 lbs. (trial order). Quality: ungraded. Usual export packing, samples required. Delivery Nov./Dec. 1983. Quote C&F Zingang, Mainland China. Bank ref: Kincheng Banking Corporation. CONTACT: Johnny Zhang, Tarsan Enterprises Company, Room 1705, Loon Kee Building, 267-275 Des Voeux Road, Central, Hong Kong. TELEX: 60504 TARSA HX. Phone: 5-422155. (WK 38/TOFAS 0229)

Meat and table eggs (Algeria). A subdivision of ONACO, Enterprise Nationale D' Approvisonnement Produits Alimentaires (ENAPAL) is interested in developing lists of breeders or slaughterhouses, or exporters specialized in the export of fresh or frozen wholesale meat (Bovine-Ovine) and of exporters of table eggs before next tender opens. CONTACT: DAP/Viandes Deufs, ONACO, TELEC, Enapal, 29, Rue Larbi Ben M'Hidi, Alger, Algerie. TELEX: 52992 or 52739 ONACO. (WK 38/TOFAS 0173)

Horsemeat (Italy). Wants horsemeat from young and adult animals, chilled or frozen, 20 mt per month, first quality as butcher's meat, with emphasis on ribs & loins. Possibly packed under vacuum. Quotations to be agreed upon. Prices C&F Venice and Genoa. Delivery ASAP. Bank ref: Banca Cattolica Del Veneto, Via Rialto, 35012 Camposampiero (PD.) CONTACT: Pesce Armando, Pesce Armando, Piazza Castello 2, 35012 Camposampiero (PD.), Italy. (Wk 38/TOFAS 0037)

Toasted unshelled peanuts (Italy). Wants toasted unshelled peanuts, 20 containers. Quotations CIF Split or Rijeka Ports (Yugoslavia through Italian agent). BANK REF.: Banca Agricola Mantovana, Villimpenta (MN.). CONTACT: CIRO SANTI, SANTI S.N.C., VIA GAZZINE 8, VILLIMPENTA (MN.), Italy TELEX: 300686. PHONE: 0376-667221. (Wk 38/TOFAS 0038)

Corn tender (Jordan). Tender for 25,000 tons of yellow corn. Closing date October 18,'83. Bid specifications may be purchased for non-refundable fee of JD 5 (Note: U.S. dol 1.00 currently equals JD .370). All offers must be submitted through Jordanian agent. Firms submitting bids are requested to send information to Embassy Commercial Office, P.O. Box 354, Amman, Jordan; Telex: 21510 USEMB JO. Tender specs: humidity: max. 15.5%; broken and foreign material: 3% max.; test weight: 54 pounds per bushel min. Production: 1983 crop. CONTACT: Ministry of Supply, TELEX: 21278 MINSUP JO., P.O. Box 830, Amman, Jordan. TELEX: 21278 MINSUP JO. Phone: 667141/661174. (WK 38/ST 8357)

Onions, corn, pulses, lentils (Panama). Wants 90,000 quintals of onions, in 100 lb. sacks; 200,000 quintals corn in jute bags. Also wants 77,000 quintals pulses: red kidney beans and 60,000 quintals of lentils, both packed in 100 lb. sacks. Delivery ASAP. All best quality. Phytosanitary certificate from country of origin required. Quote CIF Panama. Bank ref: Banco General De Panama. CONTACT: Ignacio De Gracia P., Royal Independent Inc. De Panama, Calle 61A, Obarrio, Casa No. 40, Panama. TELEX: 3406 AB-FAAGRA-PG. Phone: 64-2013/64-8992. (WK 38/TOFAS 0144)

Sugar, rice, soybean oil, butter (Chile). Wants 600 mt monthly refined sugar, in sacks of approx. 100 lbs; 200 mt monthly polished, long grain rice in sacks of approx. 100 lbs; 90 mt monthly refined soybean oil in 20 liter drums and 20 mt monthly salted butter, packed in 1/2 pound packages in cases of 40 X 1/2 pound. Quote CIF Antofagasta and/or Coquimbo Ports. Bank ref: The Hong Kong and Shafghai Banking Corp., Agustinas 604, Santiago, and Banco De Chile, Ovalle. CONTACT: Marcial Taborga, Comercial Caren Ltda., Uribe 884, Antofagasta, Chile. TELEX: 225092 CAREN CL. Phone: 223022, ANTOFAGASTA. (WK 38/TOFAS 0277)

Great Northern beans (Iraq). Government of Iraq requesting offers for 3,000 tons Great Northern beans, 1983 crop. Quote FAS gulf port. Samples required. Seller to specify earliest delivery date. CONTACT: Mr. Shakir, Iraqi Interest Section, 1801 P Street NW, Washington, D.C. 20036. TELEX: 64437 WU. Phone: (202) 483-7500. (WK 38/LETTER 0001)

Cotton (Bangladesh). Bangladesh Trading Company seeking U.S. supplier of raw cotton, estimated monthly requirements are: 500 bales of 1 1/32", 400 bales of 1 1/16", 400 bales of 1 1/8" and 300 bales of 1 1/4". Bank ref: Rupalee Bank, Tunbazar, Naraya Ianj, Dhaka, Janata Bank, S.K. Road, Tunbazar, Narayanganj, Dhaka, Bangladesh. CONTACT: Golam Rahim, Executive Dir., G.M. Trading Corporation Ltd, Mowla Mansion (2nd fl.), 66, Nayamati, Narayanganj, Dhaka, Bangladesh. CABLE: MOWLATEX NARAYANGANJ. (WK 38/TOFAS 0101)

Green peas, dry beans (South Africa). Wants dry green peas, 70 mt, and 100 mt dry beans - cranberry. Both top quality, packed in 50 kg new bags. Delivery ASAP. Quote CIF Durban. Bank ref: Barclays Bank, Queen Street, Durban. CONTACT: V. Harie, K. Haribai & Sons, P.O. Box 2156, Durban 4000, South Africa. TELEX: 620075 SA. CABLE: BHAISONS. Phone: (031)318784. (WK 38/TOFAS 0216)

Foreign Market Development

Korean Cattle Trade Mission November 27 - December 3, 1983, Southern U.S. Trade Association (SUSTA), in cooperation with the State Departments of Agriculture of the 15 southern states and Puerto Rico, will carry out a trade mission in this valuable market to take advantage of the excellent sales opportunities that exist. The sales mission will consist of a maximum of seven (7) people: six (6) cattle exporters and a team leader, Donald Joyner, Livestock Specialist, Virginia Department of Agriculture. The teams itinerary will include meetings with the Government of Korea cattle importing agencies, visits to cattle farms, and a reception, which will be attended by over forty (40) people involved in Korea's cattle industry.

Participation in this trade mission is limited to members of the 16 SUSTA state as follows: Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee, Virginia, West Virginia and Puerto Rico.

In calendar year, 1982, the Government of Korea (G.O.K.) imported nearly 10 million dollars worth of U.S. cattle. According to Agricultural Trade Officers, Korea has maintained this strong buying trend and will most probably

secure 50,000 head of cattle in calendar year 1984. Primarily interested in cooler climate breeds of cattle such as Charolais and Herefords, tenders have been issued for Brahman and Santa Gertrudis animals. As far as the dairy breeds are concerned, Korea has favored the Holstein breed.

Special travel arrangements have been made by a New Orleans travel agency. Round trip airfare and 6-day hotel accommodations in Seoul will cost $1497. This rate is good for many cities throughout the south. CONTACT: Ben Jabbour, Southern United States Trade Association, International Trade Mart, Suite 338, New Orleans, Louisiana 70103. Phone: (504) 568-5986. TELEX: 584319 SUSTA NLN. CABLE: SUSTA, New Orleans

The Foreign Agricultural Service (FAS) of the U.S. Department of Agriculture (USDA) will sponsor the U.S.A. Pavilion at SIAL '84, (the International Food Products Exhibition) in Paris, France, June 18-22, 1984. Participation in the U.S.A. Pavilion is open to any U.S. food products manufacturer. The SIAL show is one of the largest trade-only food shows in Europe, second only to the ANUGA show in Cologne, West Germany. SIAL is held every other year in Paris, France.

In 1984, the show was changed from its traditional fall dates to June 18-22, to secure more space and better serve its international clientele. The SIAL is truly an international exhibition with 3,019 exhibitors, 36 percent of whom were from 62 countries outside France. Of the estimated 200,000 visitors, 31 percent came from countries outside France. At the U.S.A. Pavilion in the 1982 SIAL, 60 U.S. companies exhibited.

The French market for processed food products is keenly competitive but very lucrative. Of total U.S. food and agricultural exports in 1982, 43 percent were high-value food products, equaling $263 million. But the importance of the SIAL goes beyond France. Major decision-makers in the food industries of all EC-10 countries attend, as well as buyers from other European countries like Sweden, Norway, Switzerland, Austria, Spain and Portugal. This show also attracts buyers from the Mid East countries and Northern Africa. For more information and details on participation, interested companies may contact:

Debra Henke, Project Leader
Export Programs Division
Foreign Agricultural Service
U.S. Department of Agriculture
Room 4945 - South Building
Washington, D.C. 20250
Telephone: (202) 475-3416

Notice of Foreign Proposals Concerning Standards in Agriculture. As required of all signatories to the GATT Standards Code, the following notifications of foreign proposed standards-related rules have been provided for the information and comment of interested agencies and firms. The Technical Office invites inquiries from anyone who believes that any of the proposed regulations notified under this heading could cause a trade problem. Questions can be referred to Carolyn Wilson, USDA Technical Office, Room 5530,

South Agriculture Building, Washington, D.C. 20250; or phone (202) 382-1318. Anyone interested in commenting on the proposals should include the TBT Notification Number in their communication.

Canada - TBT Notification 83.160 Health and Welfare Canada has proposed to establish a new division (product covered - food) under part B of the Food and Drug Regulations which will contain revised regulatory requirements appropriate to the use of radiation in the treatment of food. Objective and rationale for the proposal is health protection. Final date for comments is October 26, 1983.

Japan - TBT Notification 83.165 The Japanese Ministry of Agriculture, Forestry and Fisheries has proposed an amendment (product covered - lime-treated fertilizer) to the designation of special fertilizers, etc. The amendment would add "soybean meal extracted protein" as raw materials of lime-treated fertilizer. Objective and rationale for the amendment is for securing the quality of fertilizers. Final date for comments is October 24, 1983.

Japan - TBT Notification 83.166 The Japanese Ministry of Agriculture, Forestry and Fisheries has proposed an amendment (product covered - phosphate fertilizer, organic fertilizer, etc.) to official standards for ordinary fertilizers in accordance with the Fertilizer Control Law. Objective and rationale for the proposal is for securing the quality of fertilizers and simplifying or rationalizing official standards. Final date for comments is October 24, 1983.

Japan - TBT Notification 83.167 The Japanese Ministry of Agriculture, Forestry and Fisheries has proposed an amendment (product covered - nitrogen fertilizer, phosphate fertilizer, others) to the enforcement order and the enforcement regulation of the Fertilizer Control Law. The objective and rationale for the proposal is for efficient implementation of fertilizer control administration, securing the quality of fertilizers and ensuring non-discrimination between nationals and non-nationals in certification procedures. Final date for comments is October 24, 1983.

CONTACTS FOR U.S. FARM PRODUCTS
A FREE EXPORT PROMOTION TOOL

The tradeletter, CONTACTS for U.S. Farm Products, is an export promotion service offered FREE by the Foreign Agricultural Service to help American companies introduce agricultural products to foreign markets. The CONTACTS provides names and addresses of U.S. suppliers and a brief description of the agricultural products they offer.

CONTACTS is designed to help publicize the availability of U.S. agricultural products and services in foreign markets. The CONTACTS tradeletter will allow a U.S. supplier to advertise their product or service in a free 100 word or less trade announcement. The newsletter is transmitted overseas monthly to our Agricultural Officers where they distribute it to agricultural importers. In addition, the newsletter is translated into Japanese, Spanish, French, Italian, and Greek.

If you would like to participate in this program contact the marketing representative with your State Department of Agriculture, or call (202) 447-7103 for further information on how to participate in the CONTACTS program. While preference for participation in this program is given to new-to-market products and new-to-export firms, all firms are invited to participate.

MAILING LISTS

Through the use of computer technology, the Foreign Agricultural Service can provide you with mailing lists of U.S. food exporters or potential foreign food importers. The domestic and foreign data bases have been under development for the last two years and are being constantly updated. For a nominal service charge we can provide you with the names, addresses, telephone numbers and telex numbers of domestic exporters and potential foreign importers for a wide range of commodities. If you would like more information please write to the address below and indicate your preference for foreign or domestic data. In supplying the mailing lists, the Department of Agriculture and the Foreign Agricultural Service does not guarantee reliability of the domestic suppliers or foreign importers.

Foreign Agricultural Service
Export Programs Division, Room 4945-S
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COMMODITY AND MARKETING PROGRAMS

DIVISION	ROOM NO.	TELEPHONE AREA CODE (202)
Dairy, Livestock & Poultry Division	6616-S	447-8031
Grain & Feed Division	5603-S	447-4168
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Tobacco, Cotton & Seeds Division	5932-S	382-9516
Forest Products Staff	4554-S	382-8138

INTERNATIONAL TRADE POLICY

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